

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant Hill and Knowlton, Inc. 420 Lexington Avenue, New York, NY 10017	2. Registration No. 3301 (formerly #2740)
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3. Name of foreign principal Hong Kong Tourist Association	4. Principal address of foreign principal Connaught Centre - 35th Floor P.O.Box 2597 Hong Kong
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5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☒ Association

☐ Other (specify) _____

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant. Hong Kong Tourist Association

b) Name and title of official with whom registrant deals.
Torre Osorio
President - The Americas (ranking HKTA execs.
in U.S.)

7. If the foreign principal is a foreign political party, state:

a) Principal address n/a

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Statutory body established by government to coordinate tourist industry activities
and advise government on measures for growth.

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

- A. See Question B.
- B. Chairman and members of board appointed by governor.
- C. Financed by subvention from general revenue to which certain sections of industry contribute directly to tax on hotel room charges. Association members also contribute through membership dues.

Note: this exhibit is being filed to replace original document as filed under former registration #2740 on August 14, 1980.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A	Name and Title	Signature
6/29/87	JOYCE MARTIN, SR. V.P.	Joyce Martin

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

Hill and Knowlton, Inc.

Name of Foreign Principal

Hong Kong Tourist Association

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

Note: This Exhibit B filing is made in connection with the merger of Hill and Knowlton Inc. and Gray and Company to convert former filing under the former registration no. 2740 to the current registration no. 3301. Former filing date was 8/14/80.

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

On behalf of the Hong Kong Tourist Association, registrant is to conduct a domestic public relations program which promotes travel to Hong Kong on behalf of the foreign principal. Agreement became effective July 1, 1980 to March 31, 1981; either party may terminate by providing 60 days' notice. Registrant will invoice foreign principal on monthly basis for actual staff charges plus expenses.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Registrant will develop and utilize written background materials, releases and personal contact with appropriate U.S. print and broadcast media to inform its members about travel to Hong Kong; assist foreign principal in orientation trips for leading U.S. journalists; and counsel foreign principal in marketing plans for the U.S.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?¹
Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Registrant may contact by telephone, written correspondence or personal visit appropriate media representatives in representing the public relations/public affairs interests of the foreign principal.

Date of Exhibit B

June 29, 1987

Name and Title

Joyce Martin, Sr. V.P.

Signature

Joyce Martin

¹Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.